iNymbus Deductions Audit

Company

Audit Performed by:
Date Performed:

Inputs

Deductions and Chargebacks

	Retailer	Estimated Monthly Quantity of Deductions and Chargebacks	Estimated Monthly $ Amount of Deductions and Chargebacks
1	Amazon		
2	Walmart		
3	Target		
4			
5			
6			
7			
8			
9			
10			
11			
	Total Monthly	Quantity =	Dollars =
	What % are invalid?		
	What % are recovered?		

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Additional Model Inputs

	Other Input	Comment
1	What is your industry?	
2	What is your company's annual sales (if not confidential, or in very rough figures)?	
3	What is your average open deductions $$$ > 90 days?	
4	How long can you leave deductions open before writing them off in number of days?	
5	How much do you write-off a quarter in $$$.	
6	Number of full time equivalent headcount associated with processing chargebacks and deductions during normal retail cycles.	
7	What percentage of personnel time above is spent on processing deductions and chargebacks?	
8	What is the average cost per FTE above?	
9	Seasonality factor: how much do chargebacks and deductions increase percentage wise during your key seasonality periods and what are these periods? Jan/Feb/Mar after holidays? Oct/Nov/Dec after back to school?	
10	How many Supervisors are associated with overseeing the deductions/chargeback process?	
11	What percentage of manager / supervisor time is spent overseeing the processing of deductions and chargebacks including escalations and personnel supervision?	
12	What are your A/R & Cash Systems?	

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Output

Project Start: MM/DD/YYYY
Implementation Complete: MM/DD/YYYY
Automation Begins: MM/DD/YYYY

ROI Model (Pro Forma)

	Category	Period 0	Year 1	Year 2	Year 3
Input	Approximate revenue				
Input	Deductions quantity				
Input	Deductions $$$				
Input	Write offs at current levels				
Cost	Implementation cost				
Cost	Deductions automation cost (iNymbus DeductionsXchange)				
Savings	Processing headcount cost				
Savings	Supervisor cost				
Revenue	Invalid deductions recovered				
Revenue	Deductions recovered that previously would have been written off				
	Net Savings				
Memo	Savings in Working Capital				

Assumptions Impacting Model

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